

Message Text

PAGE 01 NATO 01118 01 OF 02 021658Z
ACTION EUR-12

INFO OCT-01 IO-13 ISO-00 CIAE-00 PM-04 INR-07 L-03 ACDA-07
NSAE-00 PA-01 SS-15 PRS-01 SP-02 USIA-06 TRSE-00
SAJ-01 DODE-00 EB-08 COME-00 FRB-03 /084 W
-----021941 115194 /43

R 021421Z MAR 77
FM USMISSION NATO
TO SECSTATE WASHDC 1945
INFO ALL NATO CAPITALS 6859
AMEMBASSY MOSCOW
AMEMBASSY PRAGUE
AMEMBASSY WARSAW
AMEMBASSY BERLIN
AMEMBASSY BUCHAREST
AMEMBASSY BUDAPEST
AMEMBASSY SOFIA
USMISSION GENEVA
USMISSION EC BRUSSELS
AMEMBASSY BELGRADE
USMISSION OECD PARIS

C O N F I D E N T I A L SECTION 1 OF 2 USNATO 1118

E.O. 11652: GDS
TAGS: PFOR CSCE EEWT NATO
SUBJECT: ECONADS: US CSCE BASKET TWO PROPOSALS FOR ALLIED
CONSIDERATION

REFS: (NOTAL) A. STATE 13664
B. USNATO 611
C. BONN 2328
D. USNATO 916

SUMMARY: THIS MESSAGE PROVIDES POSITIVE CANADIAN AND
ADDITIONAL GERMAN REACTION TO US PROPOSALS. ACTION
REQUESTED: ADDITIONAL INFORMATION/EXPLANATION OF US
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PAGE 02 NATO 01118 01 OF 02 021658Z

PROPOSAL C, INCLUDING REACTION TO SUGGESTED GERMAN
REPHRASING OF C(1). END SUMMARY.

1. GERMAN AND CANADIAN ECONADS HAVE PROVIDED WRITTEN
REACTION TO US PROPOSALS IN REF (A). GERMAN (DAASE)
PROVIDED COPY OF SPEAKING NOTES USED BY PLUISCH AT FEB
3 ECONADS WHICH CONFIRMS REPORTING IN REF B. IN ADDI-
TION, LETTER (OF WHICH CHAIRMAN BILLY RECIEVED COPY)
CONVEYS GERMAN DESIRE TO AMEND POINT C(1) OF US ROPOSAL
AS FOLLOWS:

"EXPLORING NEW WAYS AND MEANS TO STRENGTHEN THE FLOW OF LICENSES AND OTHER SCIENTIFIC-TECHNOLOGICAL EXPERIENCE FROM EASTERN TO WESTERN COUNTRIES." FINALLY, HE REITERATES THAT GERMAN AUTHORITIES ARE RELUCTANT TO ACCEPT THE WORDING OF C(3), "SEEKING SPECIFIC EASTERN COMMITMENTS TO PROVIDE CREDITS ON THEIR EXPORTS," WHILE NEVERTHELESS PREPARED TO RECEIVE ANY ADDITIONAL EXPLANATIONS OR INFORMATION ON THE POINT.

2. CANADIAN ECONAD (MCNAB) PROVIDED GOC REACTIONS IN LETTER TO BILLY, WITH COPY TO ALL ECONADS. BEGIN TEXT:

OUR COMMENTS ON THE USA PROPOSALS CONCERNING INITIATIVES THE WEST MIGHT CONSIDER TAKING ON BASKET II ITEMS AT THE CSCE FOLLOW-UP MEETING IN BELGRADE APPEAR BELOW:

A. STRENGTHENING MEASURES FOR ATTRACTING SMALL TO MEDIUM-SIZED FIRMS TO EASTERN MARKETS

THIS IS A PROPOSAL WHICH IS PARTICULARLY GERMANE TO THE CANADIAN SITUATION AND IS ONE WHICH WE SUPPORT. OUR EXPERIENCE HAS SHOWN THAT SMALL TO MEDIUM-SIZED CANADIAN FIRMS ARE AT A DISTINCT DISADVANTAGE WHEN DEALING WITH EASTERN TRADING ORGANIZATIONS BECAUSE SUCH FIRMS OFTEN CANNOT AFFORD THE TIME AND EXPENSE INVOLVED IN THE PROLONGED NEGOTIATIONS WHICH ARE USUALLY NECESSARY TO EFFECT SALES
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PAGE 03 NATO 01118 01 OF 02 021658Z

IN THESE COUNTRIES. THE SUGGESTION THAT SMALLER FIRMS BE PERMITTED TO ASSOCIATE FOR THE PURPOSE OF OPENING A COMMON REPRESENTATIVE OFFICE IN EASTERN COUNTRIES IS THEREFORE CERTAINLY APPEALING TO US AND, IN OUR VIEW, THIS PROPOSAL MAY HAVE SOME CHANCE OF BEING ACCEPTED AND IMPLEMENTED BY SOME EASTERN COUNTRIES. DURING THE DISCUSSION OF THIS ITEM IN THE NATO ECONOMIC COMMITTEE, SOME CONSIDERATION MIGHT ALSO BE GIVEN TO THE PROBLEM OF THE INFLATED COSTS AND THE ADMINISTRATIVE DIFFICULTIES INVOLVED IN ESTABLISHING REPRESENTATIVE OFFICES IN SOME EASTERN COUNTRIES.

B. STRENGTHENING THE COMMERCIAL INFORMATION ASPECT OF THE FINAL ACT ON BUSINESS FACILITATION

DIRECTORIES LISTING ALL ENTERPRISES IN EACH EASTERN COUNTRY, ALONG WITH AN OUTLINE OF THE ENTERPRISE'S FUNCTION, AND WITH NAMES, ADDRESSES, TELEPHONE AND TELEX NUMBERS OF ENTERPRISE DIRECTORS WOULD BE USEFUL. WE WOULD ALSO SUPPORT ANY PROPOSALS THAT WOULD SERVE TO ENCOURAGE THE FRUITFUL EXCHANGE OF INFORMATION ON ECONOMIC AND COMMERCIAL TRENDS, INCLUDING INFORMATION PERTAINING TO THE AGRICULTURAL SECTOR.

CONFIDENTIAL

PAGE 01 NATO 01118 02 OF 02 021929Z

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FM USMISSION NATO

TO SECSTATE WASHDC 1946

INFO ALL NATO CAPITALS 6860

AMEMBASSY MOSCOW

AMEMBASSY PRAGUE

AMEMBASSY WARSAW

AMEMBASSY BERLIN

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY SOFIA

USMISSION GENEVA

USMISSION EC BRUSSELS

AMEMBASSY BELGRADE

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C O N F I D E N T I A L SECTION 2 OF 2 USNATO 1118

C. PROPOSING MEASURES TO ENHANCE THE WESTBOUND

FLOW OF TECHNOLOGY, LICENSES, AND COMMODITIES

WE RECOGNIZE THE DESIRABILITY OF TAKING STEPS

TO FACILITATE THE WESTBOUND FLOW OF TECHNOLOGY, LICENSES

AND COMMODITIES. WE ALSO AGREE THAT A POTENTIAL EXISTS

FOR RECIPROCITY IN THE FLOW OF SCIENTIFIC AND TECHNICAL

INFORMATION. WE SEE SOME LIMITED MERIT THEREFORE IN THE

USA SUGGESTION THAT FIRMS AND ORGANIZATIONS WITH SCIENCE

AND TECHNOLOGY AGREEMENTS "REVIEW THEM SO THAT MAXIMUM

EFFORTS ARE MADE TO ASSURE THE RECIPROCAL FLOW OF TECH-

NOLOGICAL INFORMATION".

WE WOULD LIKE TO HAVE FURTHER DETAILS ON THE

USA SUGGESTION REGARDING THE PROVISION OF EXPORT CREDITS

CONFIDENTIAL

PAGE 02 NATO 01118 02 OF 02 021929Z

BY EASTERN COUNTRIES AND THE PROPSOAL TO "EXPLORE WAYS TO
ENCOURAGE EASTERN EXPORTS TO THE WEST".

D. ALLOWING THE ESTABLISHMENT OF JOINT EQUITY VENTURES

IN ALL CSCE COUNTRIES IN ACCORDANCE WITH LOCAL LAWS

WE HAVE NO OBJECTION TO THIS PROPOSAL.

END TEXT.

3. WE ASSUME USOECD WILL HAVE OBTAINED COPIES OF

REFS FROM EMBASSY PARIS.

4. ACTION REQUESTED: REACTION TO QUERIES RAISED BY

GERMAN AND CANADIAN REPLIES. STRAUSSZ-HUPE

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<< END OF DOCUMENT >>

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To: STATE INFO ALL NATO CAPITALS MULTIPLE
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